



VOL. I.

NEW YORK, SATURDAY, MARCH 20, 1880.

NO. 7.

THE LOCK-OUT.

Sayings and Doings of the Manufacturers and Workingmen (The Manufacturers' Society and the Union.)

The Lock-Out Continues.

THE state of affairs produced by the lock-out, and fully described in THE COURIER EXTRA of Monday last, remains practically unchanged at the hour of going to press.

The lock-out is strictly maintained by the principal manufacturers, none of whom, except a single firm, have any men at work save a few foremen and apprentices.

The men have held daily meetings and generally resolved not to return to work except in a body and at an advance of wages. They have published a manifesto, which is reproduced in another part of THE COURIER.

The only act of violence that has been perpetrated so far occurred at Haines Bros.' factory at about half-past three o'clock on Tuesday afternoon. While several non-union men were at work, finishing and packing the pianos that were already under way when the factory was closed against the union men, a shower of stones was thrown at the windows. Many of the windows were smashed, and the stones fell thick among the pianos and the men; but no one was hit. The promptest efforts were made to discover who threw the stones, but without result. The police were informed of the attack and a guard was placed outside the factory. Mr. Haines said to a reporter that he did not know who was responsible for the outrage, and he would not venture to charge it upon his former employees; but it was a very remarkable coincidence, he said, that this thing, the like of which had never happened before during the twenty-two years the factory had stood, should have occurred on the very next day after the factory had been closed against the union men.

Reporters were sent to the various factories at the latest moment before going to press, and the following information was gleaned:

WEBER.

Albert Weber said he had only about 20 hands, all told, at work. These comprised foremen and apprentices. He could not turn out one piano a week, as he had not a single varnisher in his shop. "There is every prospect," he added, "of a long struggle, as the men seem determined to hold out, and the manufacturers have resolved not to hold another meeting before April 2."

As to his tour of inspection as one of the Manufacturers' Committee for that purpose, Mr. Weber said: "The result was entirely satisfactory. We found no men at work in any of the factories except Hazleton's. Hazleton's men are mostly Catholics, and, consequently, non-union men. I went through the factory and asked each man personally if he was a union man, and the result was that I discovered ten union men. These will all be discharged in a day or two."

J. P. HALE.

J. P. Hale said: "Some of my men came to me this morning and said, 'Mr. Hale, we were up in your factory, and found nothing there but a cat.' 'I know you did,' I answered, 'because it took me an hour after you had gone to quiet the cat down.'"

"I take it from that," said the reporter, "that none of your men have returned to work."

"No. I don't want any of them until they all come. I locked out in good faith, and shall stay locked out till the strike is ended."

STEINWAY & SONS.

William Steinway, when asked "How is the situation to-day?" replied:

"I am hunted down like a wolf by the reporters for news and the agents begging for pianos, so that I haven't a minute to spare to look after my business."

"Then, the agents are bothering you for pianos, are they?"

"Yes, fairly begging for them. Every one asks me to make an exception in his case, but I tell him it is no use; I shall have to treat all alike."

"How many men have you working?"

"One hundred and fifty in the foundry in Astoria and seventy in the uptown factory. Just about enough to supply our retail trade."

"Do you think the fight will be a long one?"

"Yes, I do, although I hope not. I am losing \$1,000 a day; but the question of master and man has to be settled, and we might as well settle it here. The union dictates to the manufacturer who shall be his foreman, and refuses to work under any but a union man. When things come to this pass it is time we asserted our authority, and we have done so."

SOHMER & CO.

Sohmer & Co. closed up the factory completely on Monday. Two foremen went back on Tuesday, and four others, with four non-union men, went back yesterday. Chas. J. Fugeman, a member of the firm, said to the representative of THE COURIER that, with the work already in course of preparation, the present force can finish thirty pianos in about two or three weeks, and perhaps three or four per week for some time. "The fact," said Mr. Fugeman, "that Mr. Sohmer is a practical tone-regulator, and another member of the firm an action-regulator, will help to facilitate matters. Sooner or later," he continued, "a sufficient number will make a break and return as non-union men. We are at present negotiating with non-union men, who are expected to work to-day."

GEO. STECK & CO.

The factory of Geo. Steck & Co. is as quiet as the grave—two foremen and a porter being all the workmen left to do the work of this prosperous firm. When questioned yesterday they said: "We are in for it and are bound to see it through and fight it out on this line if it takes all summer."

HAINES BROS.

A committee of piano-makers yesterday called at Haines Bros.' factory for the purpose of discussing the situation. The members of the firm sought to impress on the men the evils which the lock-out would bring them. The fact of receiving \$5 per week, instead of, perhaps, \$20 or \$40, was referred to. The committee urged that they did not wish to be reckoned black

sheep, and, therefore, did not like to leave the union. In an interview with N. J. Haines, Jr., the latter said that none of the men had up to that time returned to work, but that several applications had been received by the firm from non-union men, who had been working from time to time at the factory, "but," said he, "we don't want them. Our men are all first-class workmen, and we will employ no others." Mr. Haines then requested the reporter not to be hard on the men; that no blame should be attached to them, and that they were simply doing what they thought was for their own interest. He then introduced the COURIER representative to the committee, who not alone indorsed Mr. Haines' statement as to the ability of the workmen employed by the house, but said they were the best in the city.

KRANICH & BACH.

This firm has at work three non-union men and seven foremen, who are assisted by the members of the firm. With this force the house expects to turn out about eight pianos per week as long as the stock on hand partially manufactured lasts. Before the lock-out the firm generally employed about 170 men, and produced from 25 to 30 pianos per week. In an interview Mr. Kranich said that some of the men were at the factory on Wednesday, and it was agreed that if they could effect a union among themselves and quit the general union the firm would go hand in hand with them. "This is just like a family matter," continued Mr. Kranich, "for manufacturers do not think that outsiders should be permitted to meddle in their business." In answer to an inquiry as to how the demands of the men will affect trade, he said that the advance has already considerably affected the export trade, particularly the South American, Brazilian, and Mexican, and that orders were countermanded from these countries as soon as the prices of the pianos were advanced.

JAMES & HOLMSTROM.

James & Holmstrom have four non-union men at work and two foremen. One of the latter did not go out with the lock-out, but the other did. He, however, returned on Tuesday morning along with the four non-union men. As this house has a great deal of work partly finished, the present force can turn out three or four pianos per week for about a month. Previous to the lock-out about thirty-five men were employed, and about ten pianos per week were made. A member of the firm said to a COURIER reporter: "We admit the right of the men to demand an advance of wages, but the domineering manner as to how manufacturers will run their shops cannot be countenanced. I heard a manufacturer say that he would keep his shop closed for two years or move his factory from the city before he would submit to such dictation. There is no telling what may be the result of this business."

FRANCIS BACON.

Francis Bacon said: "My men have all returned to work; they never were union men, nor have they helped to support the union, and are very glad to get back to work."

WILLIAM E. WHELOCK.

Only a few of William E. Wheelock's men have returned. Some of his men are the strongest supporters and leaders of the union, but they seem to feel very kindly toward their employer. They say their boss

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Attest. [Seal.] J. L. CAMPBELL, Secretary.

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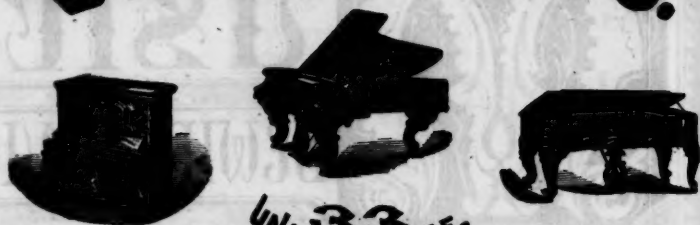
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as behaved like a man and stood up to his agreement. They are very bitter, however, against Steinway & Sons, and lay all the blame on their shoulders.

GABLER.

At Ernst Gabler's factory there appeared to be several men working, but no information would be imparted to the reporter by those spoken to. Both Mr. Gabler's brother and the foreman expressed themselves as having nothing to say, notwithstanding the fact that over a score of questions were asked by THE COURIER representative.

BILLINGS & Co.

Billings & Co. have six men working in their factory who are non-union men. Their warerooms are pretty well filled with pianos and organs, nearly all of which are for rental. They are overrun with agents, but cannot furnish them with any instruments until after the strike is settled.

PEASE.

When the representative of THE COURIER called at the factory of C. D. Pease, he found the proprietor at work varnishing a piano.

Reporter—At work, Mr. Pease?

Mr. Pease—Yes; this piano has been paid for some time ago, and I am just finishing it off so as to ship it.

Rep.—Have you any men at work?

Mr. P.—None so far, excepting myself, as you see, my brother, there, and a porter chopping wood. You are aware that we offered to take any men back who were not union men, or any others who would leave the union, but none presented themselves, so the conclusion is that they are staunch unionists.

Rep.—Did any non-union men (outsiders) apply for work?

Mr. P.—No. If they did I would not employ them. I want no men to work but my own, Mr. P. continued. The shop was closed only on Monday and was open for non-union men ever since. This affair is only a matter of time; we all know what the result will be; the Manufacturers' Association is very firm. The men have now lots of money, although they were starving some time ago; they say that they can hold out as long as we can, but we will see. It is trouble enough to make pianos without having any trouble with the men. As to my men, they do not know what the trade demands as well as I do; they do not know my business as well as I do, and, therefore, cannot tell what wages I can afford to give. I have done all I could for them always.

Rep.—In what way?

Mr. Pease—By paying them better wages than they could make anywhere else. I am always willing to pay as much wages as the times will permit, but I don't like to see it overdone. We are all in good shape here and can hold out for five years, or as long as we live, and intend to do so if the society so decides.

FISCHER.

None of the men have yet returned to J. & C. Fischer's factory, although there were usually employed therein over 300. The firm is now availing itself of the opportunity to lay new floors and do repairing work in general. Three of the foremen are around as usual, fixing up matters.

HAZLETON BROS.

The feeling against Hazleton Bros., in regard to their action the first day of the lock-out, is quite strong, not only among members of the Manufacturers' Society, but also among the workmen. A number of workmen belonging to the different factories said yesterday to a COURIER reporter: "Hazleton is a 'scab.' He signed the paper the same as our bosses did, and then backed down." "Why," said one, "he worked his men all day the Sunday after the lock-out had been ordered, and then gave out piece-work enough to last them till the strike was over. He then turned round and made the plea that he could not turn the men off until the jobs which they had on hand were finished. Why didn't he do as Decker Bros. did; they refused to go in from the first, and acted on the square, both with their men and with the manufacturers. But Hazleton pretended to go in, while in reality he stayed out, and on a subterfuge kept his men all at work all the time."

Hazleton Bros. have always been very popular with

other manufacturers, but yesterday there was quite a feeling of hostility expressed toward them. A large manufacturer said: "If we had known that non-union men or men working on piece-work were going to be allowed to remain, we should have stated so to our men, and only turned out the union men on Monday, instead of closing our shops. At the meeting of the Manufacturers' Society the understanding was to turn everybody out, and we did so. The consequence is, now our non-union men refuse to return, and say we had no business to turn them out. They cite Hazleton as an example of what we should have done."

"Frederick Hazleton is a regular old woman," said another. "He means well; but his brother, who is a very queer duck, has all the say."

"Hazleton, as the President of the Manufacturers' Society, should have been the first to turn every one of his men out of doors," said another very prominent manufacturer; "and his not doing so has done the society a great injury."

One of the firm of Hazleton Bros. said: "We have about 120 men at work—our usual force—and can turn out about eighteen pianos a week. We acknowledge only two union men in our factory, and these will be turned off as soon as they finish their jobs."

The Manufacturers in Council.

AN important meeting of the Pianoforte Manufacturers' Society was held in the Union Square Hotel, at 3 o'clock on Monday afternoon. Among the manufacturers represented were Steinway & Sons, Albert Weber, J. P. Hale, Hazleton Bros., Kranich & Bach, Francis Bacon, Billings & Co., George Steck & Co., Haines Bros., C. D. Pease & Co., James & Holmstrom, Decker & Sons, Ernst Gabler, Sohmer & Co., F. G. Smith, Wm. E. Wheelock, Henry Behning, and J. & C. Fischer.

The lock-out was discussed, and the various firms which had been currently reported as not closing their factories in the morning made satisfactory explanations of their actions. Hazleton Bros., for example, explained that they were under the impression that the piece-men were not to be turned off until they had finished the jobs they were on.

The question of employing any men during the lock-out having arisen, Joseph P. Hale offered the following resolutions, which were unanimously adopted:

Resolved, That each manufacturer be allowed to employ one foreman in each branch of his business; also, all the apprentices he may have on his hands, provided that they do not belong to any union.

Resolved, That each manufacturer be allowed to employ any of his workmen who do not belong to any union, and who will promise not support any union.

A committee, consisting of Albert Weber, W. B. Tremaine, of Billings & Co.; Charles Steinway, and N. J. Haines, Jr., was appointed to visit the factories and see that the lock-out is enforced.

Another committee, consisting of Wm. Steinway, Albert Weber, N. J. Haines, Sr., and F. G. Smith, was appointed to prepare an address to the public, and to publish it with the names of the members of the Society appended.

The meeting then adjourned until Thursday afternoon.

The following is the address:

NEW YORK, March 16, 1880.

In order to prevent misapprehension, we, the undersigned members of the above society, who, on the 15th inst., closed our factories, desire to briefly state the reasons which have compelled this action:

First—We concede the right of our workmen to demand higher wages, and to peaceably combine for that purpose, provided that in the means used by them to better their condition the rights of their employers are not infringed upon, the question of wages being regulated by the laws of supply and demand.

Second—That in the present crisis we, as a society, are not fighting our working men, but their trade-union, which is dominated over by irresponsible demagogues, imbued with Communistic principles, who terrorize over honest, steady-working men, threatening to brand faithful employees who desire to work as "scabs," and to drive them from every manufactory in the city, thus intimidating large numbers of them in obedience to their dictation.

Third—That within the past few months in several piano factories of New York, "immediate discharge" of foremen

has been demanded who had faithfully performed their functions; also, the discharge of other workmen insisted upon for no reason whatsoever, and, finally, employees have attempted to enforce resolutions dictating the prices to be paid apprentices and beginners, thereby arrogating to themselves power belonging exclusively to the employers.

Fourth—The tactics of this trade-union are well understood by us; for instance, first, to let one single branch in a factory make arbitrary demands, then the rest to strike and demand as a "penalty" a certain percentage of higher wages for all. This movement of said trade-union in taking us in detail (while workmen in other shops contribute to the support of the strikers) is practically directed against every respectable piano manufacturer in this city, hence the absolute necessity for also combining on our part.

Fifth—The pianoforte trade of New York last fall was the first to grant an advance of about 10 per cent., which has by several manufacturers in some branches since been increased to 25 per cent. Through this rise in wages, coupled with heavy increase in the cost of material, the splendid export business of several of us has been well nigh destroyed, and it has been exceedingly difficult for the manufacturers in this city to compete with those of other places throughout this continent, where not the slightest attempt at any rise in wages has been made.

Sixth—In resisting the encroachments of this trade-union we are struggling for our very business existence, as well as to prevent the New York piano industry (celebrated all over the world) from sharing the fate of many other industries, viz., to be driven entirely from this city; and,

Finally—We shall firmly stand together to prevent pianofortes, so necessary to educating the young, from being forced beyond the reach of people of moderate means, and shall also maintain our right to employ such apprentices, and at such wages, as we deem meet, and teach the art of piano-making to such of the rising male generation of New York as are desirous of learning it.

STEINWAY & SONS,	ALBERT WEBER,
HAINES BROS.,	J. P. HALE,
J. & C. FISCHER,	KRANICH & BACH,
ERNST GABLER,	GEO. STECK & CO.,
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HAZLETON BROS.,	F. G. SMITH,
FRANCIS BACON,	HENRY BEHNING,
DECKER & SON,	JAMES & HOLMSTROM,
BILLINGS & CO.,	C. F. DIEHLMAN,
WM. E. WEELOCK.	

Another meeting of the Pianoforte Manufacturers' Society was held on Thursday afternoon at the Union Square Hotel. In the absence of President Hazleton, N. J. Haines, Sr., presided. The Committee on Inspection of the Factories reported that the result of the inspection was satisfactory. The question of publishing a reply to the workmen's manifesto was considered, but no definite action was taken. The society then adjourned until April 2.

The Union's Manifesto.

THE following is the workmen's manifesto, issued on Thursday last:

To the Public, the Workingmen, and especially the Pianoforte Manufacturers:

When, after a long number of years, in which misery and despair have not only entered the homes of the poor, but also those of the rich, during which time many thousands of the first have, for the want of proper and sufficient nourishment, died a slow death, and many of the latter have, through misfortune in business, been driven to ruin and suicide, or else were thrown back into the ranks of the Proletariat; when, after such a time of despair, business begins to revive and the workingmen are in hopes of once more having an opportunity to live like human beings, and we see their hopes vanish by an uncalled-for and most unjustifiable lock-out of thousands of honest mechanics, who are thereby deprived of all means of supporting themselves and their families, then the world will ask—and it has a right, even the duty, to know—what is the cause of it? and who are guilty? Upon reflection we must come to the conclusion that the chances for carrying on business are only possible in society at large (organized in nations and states), which society, so organized, has at all times afforded greater protection to business men than to the working class. Consequently, we hold it as a duty on the part of those who receive the most protection to consider well what they do, and not to act against the interest of society at large by closing their factories, thereby making thousands almost breadless. Had the employees made demands by which the manufacturers would have been unable to obtain a sufficient profit, then the lock-out might be justified. But the existing scale of wages, which are still too low, and the enormous demand for pianos prove the contrary.

We do not now desire to repeat the several misrepresentations, but will here state that after the demand of Steinway & Sons' varnishers for from 11 to 18 per cent. advance was not granted, all the remaining branches also left the factory, and after the expiration of four days also demanded an advance of 10 per cent. The firm of Steinway & Sons, who must have seen the justice of the demand, made it their busi-

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St. Paul's M. E. Ch., " 4

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Fifth Ave. Pres. Ch., " 3

Brooklyn Tabernacle, " 4

Pittsburg Cathedral, " 4

Mobile Cathedral, " 4

1st Pres., Philadelphia, " 3

St. John's M. E. Brooklyn, " 3

Trin. Ch., San Francisco, " 3

Christ Ch., New Orleans, " 3

Sacred Heart, Brooklyn, " 3

318 & 320 E. 39th St.

It is needless for us to

attention to the general

excellence of our work

vast and successful busi-

ness of fifty years manifes-

ly proves. We invite the

fullest inspection of our

large factory and of the

the instruments now pro-

ing the highest satisfaction

throughout the country.

ss to draw up a new scale of wages, which they published, declaring at the same time that there could be no further use for the strike. Upon looking over the new scale, it was found that a few men, who performed work which afforded opportunity to learn is but seldom offered, and who were ready receiving higher pay, had been advanced more than they called for, while others were offered far less than their demand. The firm requested the men to accept the so-called general scale, stating that if they did not return by Saturday, March 13, all factories would be closed on Monday, March 15. The guilty consciences of the other firms must have told them that wages in their factories were also too low, and therefore it was advisable to close their factories. The employees of Steinway deem it but just that each man shall receive his wages, and this has been indorsed by all their fellow-workmen. By the above statement the object of the new scale of wages will be seen, which was that the better paid could leave their fellow-men who were receiving small wages, like traitors, and at the mercy of the employer. The modern whip of slavery—hunger—was then to do its work. Now, we ask the manufacturers: Can they, in the present prosperous state of trade, close their factories until we starve? That say they now about the competition between this and other cities? Do you not by your action proclaim to the world that you would rather see thousands of dollars go to waste than to pay your men better wages? Instead of organizing yourselves for the purpose of advancing the wages in each and every factory from 10 to 15 per cent., you have organized only in New York, with the intention of depriving men of a share of the profits afforded by the prosperous condition of trade. We are fully aware that the manufacturer disturbed in his general run of business through strikes, and we also know that the men often have to pay very dearly for their victories. Why, then, not remove the cause? This can be done for a long time. It lies in your power, and you will eventually reap the benefit therefrom. Why not adopt a better and honorable way? The organization of the workmen piano-makers is fully aware of its object. We are convinced that we cannot obtain high wages, but we are also convinced that it is our duty to see that each workman shall at least earn wages which will not compel him to live like a Chinaman. The ringleaders, as they are called by the papers, will make it their business to see that the workers of the past will not be committed in the present or the future, and we can, therefore, positively state that as yet no single strike has been dictated by the union, but that, on the contrary, the men, through receiving small wages and everything going up, were compelled to strike, and not until they themselves had resolved to do so did the union consider its duty to support them. With what sacrifices this has been done cannot be unknown to you. In conclusion, we would ask the manufacturers and the public which party could have more easily prevented a lock-out? Would it have been more just for the better paid to desert their fellow-men, who were receiving but small wages, for Mr. Steinway to make his advance equal to all? If men were satisfied with 10 per cent., and were offered more, then, could he not grant the demand of those receiving at least, instead of offering to others more than they called for? The fear of the other firms that if Mr. Steinway gives they will also have to pay more proves conclusively that wages in their factories must also be too low. These true and simple words, written by working men and not by a lawyer, will certainly not fail to still further strengthen and unite the men for sacrifice and victory. We are strong, for our cause is just. Signed,

THE ORGANIZATION OF THE PIANO-MAKERS' UNION.

Notes from Maine.

[FROM OUR OWN CORRESPONDENT.]

PORTLAND, Me., March 18, 1880.

OUR friend John having been invited to give an organ recital in this vicinity, urged me so persistently to be his companion de voyage that I could not courteously decline. While he was at the church rehearsing his programme, I sought out some of the music stores in the business portion of this thrifty old city. Calling upon C. K. Hawes, I found him to be a very Cornelius who used to smilingly greet the best-music customers at Ditson & Co.'s store in Boston many years ago, at the time he was organist at Rev. Dr. Kirk's church in Ashburton place. In 1870 he formed a partnership with another of Ditson's works, and bought out the old stand of Wm. Paine, carrying under the name of Hawes & Cragin. Mr. Paine was afterwards tempted back into the retail department of Charles H. Ditson, in New York, leaving Mr. Hawes to battle alone in his aggressive policy of producing musical instruments among the inharmopolitical elements of the old pine tree State. Here the agency of the W. H. Ivers and the Emerson pianos, and of the Estey reed-organ, with smaller musical instruments of every description, including violins with Pollenhaus's patent sounding-board. Mr. Hawes married the popular soprano, Miss Fannie, daughter of D.

H. Chandler, the well-known band-leader, who has done so much to keep instrumental music alive in this city.

While conversing with Cornelius a disappointed-looking man entered and wanted some information about the copyright laws. He handed over a printed slip containing several verses of poetry, which he had copyrighted himself, entitled,

"Lay Me in My Tiny Couch, Papa."

He said that he was the original author of that article of merchandise known to the trade as "Put Me in My Little Bed," the American slumber-song which is delighting the watering places of France and Germany during the winter season. He felt that he had been deeply wronged out of a large income, because, although he did not write the words nor compose the classic music to which they are set, he had originally suggested to the publishers, White, Smith & Co., of Boston, the idea of such a song, and they had deliberately employed Dexter Smith, now editor of *Ditson's Musical Recorder*, to write those words, and got them copyrighted with the music, by C. A. White, before he could get a chance to put in his claim.

Calling in the music store of Ira C. Stockbridge soon after, I found the same aggrieved poet descending in a higher key upon his wrongs in the matter referred to, with threats of vengeance upon his betrayers to the fullest extent of the Maine law. Exhausted with grief, he sank upon a short reclining couch, and, as he gathered his booted feet toward his weary frame, a delicate transcription of "Put Me in My Little Bed" was wafted upon the air from the pianoforte department in the rear room.

Ira is the organist of the Congress-square Universalist Church, and carries on the sheet-music and book department in the store, the piano department being owned by honest Wm. G. Twombly, who is agent for Steinway & Sons, Woodward & Brown, and Mathushek. Observing a sign, Calvin Edwards & Co., at the rear of the store, I learned that Mr. Twombly was a partner in that house, and obtained the following information:

About the year 1825 Calvin Edwards was building pipe-organs in Gorham, Me. In addition to furnishing several churches in Portland, he made many instruments for parlors, a large number of which may yet be found in this vicinity in neat mahogany cases. At this time W. G. Twombly was an apprentice and worked on cases. In 1833, when there were only four piano-makers in Boston, Mr. Edwards entered into the manufacture of pianofortes in Portland, being backed by Edward Howe, father of the New York organist, E. Howe, Jr., whose church compositions have been so long used in the church and home by all good choirs in the United States. Soon after, a partnership was formed with Moses Clark, an employee of Jonas Chickering, under the style of Clark & Edwards.

In 1838 one of their pianofortes was awarded a gold medal over all Boston competitors at the Maine Mechanics' Fair, held in Portland. This instrument is now owned by Joseph Walker of this city, and is in good condition. The case is of ornate rosewood, and was made by Twombly, who was then an employee. At this time Twombly took charge of the "Diorama of the Battle of Bunker Hill"—one of the most taking movable tableaux of the time—which was exhibited to crowded audiences in various sections of the country for a number of years, with appropriate music. This mechanical and artistic exhibition was originated and manufactured in Portland, and was finally destroyed by fire in San Francisco, Cal.

In 1847 the piano firm was dissolved, and Twombly became the Co., under the style of Calvin Edwards & Co., which continued until it was closed up by the great fire of 1866. Up to 1850 the business was one of great struggle, but subsequently it proved successful, and, up to the time of the fire, Edwards' portion of the profits amounted to at least \$20,000, the firm having manufactured 1,200 instruments. Calvin Edwards died in 1873, aged 81 years. His only son, Henry S. Edwards, who is said to be as likely a man as there is in the musical profession, has been in Germany during the past three years for the purpose of giving his daughter the best advantages in musical education, and will return during the present year.

In one of my former letters I touched upon the falsity of the long-priced system of cataloguing the apparent value of instruments, which is done to excite the cupidity of customers, who think they are well served if they can beat a sharp salesman down; but there are some honest dealers and also honest purchasers, for human nature is evenly divided between buyers and sellers. A passing incident serves to illustrate the point: A customer came into Twombly's rooms and selected a good piano and asked the price. Instead of using the long-priced dodge he was told at once that it was \$400. "Will you sell it to me for any less for cash down upon the spot?" "No, sir!" The customer, finding that the dealer's word could not be broken by showing the contents of a well-filled pocket-book, departed and entered the store of a competitor. Selecting a similar piano, he was told that the price was \$500. Offering to pay cash, he got the price down to \$475, and by degrees reached \$400. At this period of the fall he took a recess, and entering the first-named store paid the money, \$400, for the instrument. Said he, "Mr. Twombly, do you know why I purchase this instrument of you?" "No, sir." "Well, I went into another store, and, on trying to get at the price of the instrument, the salesman kept falling from his price to such an extent that I did not know how low he would make it, which caused me to conclude that the instrument was not worth much, and I think I can trust your word."

I particularize this incident because it proves that the trade can be carried on squarely on principles of integrity in the face of the oft-reiterated assertion, "Oh, we have to do so because everybody else does."

The following-named pianoforte manufacturers are represented in Portland: Bailey & Noyes sell the Chickering & Sons, Lindeman, Weber and McCammon pianos; S. Thurston sells the McPhail and Billings & Co. pianos; Wm. N. Furbush & Son are agents for Kranich & Bach and the Gabler pianos.

At the close of the afternoon John came into my room at the Falmouth House in raptures over the beauties of the organ made by Hutchings, Plaisted & Co., of Boston, on which he is to perform in the evening; and I hasten to post this in season for the evening mail west.

WINTHROP.

Trade in California.

[CORRESPONDENCE OF THE COURIER.]

SAN FRANCISCO, March 19, 1880.

THE piano and organ trade in California is very dull at this time; in fact, I may say it is at a standstill. Kearney and his turbulent crew are driving capital out of the State, and have already all but destroyed confidence in business circles.

Sherman Hyde & Co., who enjoy the reputation of being the largest and richest piano and organ dealers on the Pacific coast, are doing very little business at present, and if it were not for their general agent, F. R. Gerard, who is pushing their business in new localities, they would do still less. They are quite hopeful of the future, however, and are even talking of establishing a large piano factory here to supply the demand in China, the Sandwich Islands, Japan and Mexico.

Haines Bros.' pianos seem to be the most popular here, and next to them come Kranich & Bach's.

Estey organs, although first-class instruments, do not seem to sell as well as inferior organs in more showy cases. The Wilcox & White organs, however, sell better.

Owing to the dullness in business several small musical-instrument dealers in this city have broken up, and it is feared that others will soon follow.

Crop prospects in California look excellent, and if we could get rid of Kearney business would soon brighten up.

OCCIDENT.

Matters of Record.

L. W. Cooke, music, &c., Osage, Ohio, realty and chattel mortgage.....	\$400
D. G. Kalls, pianos and organs, Springfield, Ill., mortgaged horses, wagons, &c.....	170
M. A. Stowell, pianos, Indianapolis, second chattel mortgage.....	2,300
Prince & Bacon Organ Co., Buffalo, N. Y., judgment.....	197
Abner Brown, pianos, St. Jean Baptiste, Province of Quebec.....	Attached.

Meriden, Conn.

WILCOX & WHITE ORGAN COMPANY

Meriden, Conn.

EVERY PORTION

of these Organs is made
in their own Factory.

The only Organs in the
World adapted to the use
of children, by the attach-
ment,

"Children's Blow Pedals,"

which can be instantly
attached or re-
moved.

Unparalleled Success,
Largely Increased Sales,
Highest Grade of Workmanship,
Popular Prices.

Send for Catalogue, and secure
territory for these Popular Organs.

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Send for Catalogue, and secure
territory for these Popular Organs.

STRAUCH BROTHERS,

—MANUFACTURERS OF—

Grand, Square and Upright Pianoforte Actions,

116 GANSEVOORT STREET,

Cor. West Street,

NEW YORK.

WM. SCHAEFFER,

—MANUFACTURER OF—

Square & Upright Pianofortes

524 & 526 West 43d Street, New York.

These Pianos were AWARDED A PRIZE at the PARIS INTERNATIONAL EXPOSITION.

MANUFACTURERS OF

FINE GRADE PIANOS,

FACTORY AND WAREHOUSES:

Nos. 233 & 235 E. 21st Street,
NEW YORK.**JAMES & HOLMSTROM,**

We specially call the attention of de-

alers to our

**TRANSPOSING
KEY BOARD**

Patented March 20, 1877.

**PARLOR ORGANS.
Geo. Woods & Co.'s Upright Pianos.**

HIGH GRADE INSTRUMENTS ONLY.

Cambridgeport, Mass.

BOSTON, MASS.

CHICAGO, ILL.

54 East Tenth Street, New York.

GEO. W. HERBERT'S PIANO WAREHOUSES.

ESTABLISHED 1824.

HENRY ERBEN.

Church Organs,937 East Forty-First Street,
New York.Builders of Trinity Church Organ, N. Y.—the largest
in America—and nearly all the Grand Organs in the
country; keep constantly on hand Church and Parlor
Pipe Organs of all sizes, and with every modern im-
provement attached.

ESTABLISHED 1877.

THE NATIONAL**Musical Instrument Manufacturing Co.**

For Manufacturing Accordeons.

FACTORY AND WAREHOUSES: 154 AND 156 WEST NINETEENTH ST.,
NEW YORK.**THE ALBRECHT**Are the cheapest first-class PIANOS in
the Market. Call and get prices, or send for
Illustrated Catalogue and Price List.**ALBRECHT & CO.**

WAREHOUSES:

No. 610 Arch Street, Philadelphia, Pa.

THE ITHACA ORGANS

Delight Everybody.

And are deservedly popular. Music Dealers through-
out the world will find them a profitable investment.Send for Illustrated Catalogue. Manufactured
by the ITHACA ORGAN COMPANY,

Ithaca, New York.

GEO. H. RYDER,

MANUFACTURER OF

Church & Choral Organs.

Factory, 2058 Washington Street,

BOSTON, MASS.

HORACE WATERS & CO.,

PIANOS & ORGANS, the BEST MADE, cele-
brated for Fine Tone, Superior Workman-
ship and Great Durability. Warranted SIX
years. Prices lower than other first-class
makers for Cash or Installments. AGENTS
WANTED. Send for Illustrated Catalogue.
ORGANS \$30 upwards; PIANOS \$125 upwards.
Little used, good as new. HORACE WATERS
& CO., Manufacturers & Dealers, 826 B'way,
cor. 12th St., New York. P. O. Box, 3330.
N.B. All genuine WATERS Instruments bear
the full name—Horace Waters & Co.

Pipe-Organ Trade.

THE capital necessary to run a pipe-organ factory is by no means limited. There are very few churches but pay the organ-builder by instalments, adding thereto the interest on the principal remaining unpaid; while the builder himself generally pays cash for most of the material he uses, aside from the fact that the workmen's wages must be regularly disbursed. From this it is very evident that the return is as slow as the expenditure is rapid. In this respect, probably the organ manufacturer has more to bear than those engaged in almost any other branch of the music trade. Hundreds of dollars have to be spent before the instrument can be completed, aside from the expense of its setting up, &c.; after all of which a trial-test of some weeks is often insisted on before even the first instalment is paid. One of the best and most widely known organ-builders of this city unhesitatingly affirms that the pipe-organ business is the most unsatisfactory in the whole list of trades, both because of the numerous peculiar conditions under which each instrument is built as of the comparatively small and tardy return of the principal invested and the small profit made upon the same.

—The one difficulty which will ever make the pipe-organ trade an interesting yet exasperating one, is the impossibility of two or three instruments ever being constructed after the same plan and of the same general scope. Articles and goods of almost every other kind can be made in lots of from twelve to one thousand or more, and thus spread broadcast over the whole country, enabling manufacturers to send them to dealers to be disposed of "on commission." This peculiar characteristic of the organ trade (the possibility of no two instruments ever being built alike) will remain unchanged for all time, and those who hereafter decide to invest money in the business will have to fight for each individual contract, and, after having secured it, build the instrument as a special piece of work. Unless a large capital and well-known name are combined, it seems that but little business can be executed or obtained.

—The Moline Pipe-Organ Company has erected fine instruments in the largest churches of Moline, Davenport, Bloomington, Jacksonville, Council Bluffs and other cities of Illinois and Iowa, and all have received very high commendations from professional performers. This company has lately received letters of inquiry concerning prices of its organs from various points in Iowa, Kansas, Nebraska, Wisconsin and even Pennsylvania. The outlook for business is exceedingly flattering, the best evidence that the instruments made by this company are of superior workmanship and quality. The firm was first started in 1871 by two skilled organ-builders from England, Messrs. Lancashire and Turner. Some time afterwards the Moline Pipe-Organ Company was established, of which John Lancashire became president and A. A. Crampton secretary and treasurer. The latter attends to the business of the concern, while Messrs. Lancashire and Turner apply their time and skill to the mechanical work. The factory is located in the west end of the city, and is well provided with all the necessary mechanical appliances and tools for the perfect construction of pipe-organs. Much business is done in the way of tuning and overhauling organs generally within a circumference of many miles. Several new contracts are under consideration.

—A. Fischer & Co., Chicago, do a large trade in the Northwest, all of their work being spoken of very highly. Whatever may be the size of the organ they build, so far as it goes, it invariably pleases both the performer and listener. They understand how to balance well the different registers, and to voice each stop separately with its own peculiar characteristic tone-quality. Business is not dull with this firm, and improvements are being continually made by it in organs of different builders for many miles around.

—Jardine & Son are sufficiently pleased with the business they transact. No sooner has one instrument been removed from the ground floor of their factory than another rises, phoenix-like, in its place, and so on all the time. The Church of the Mediator, Brooklyn, has enriched itself by a one-manual instrument of

this firm's make. It possesses eight stops, as follows: Open diapason, 8 ft.; stopped diapason, 8 ft.; gamba, 8 ft.; principal, 4 ft.; fifteenth, 2 ft.; and trumpet, 8 ft. There is no pedal stop, but only a pedal coupler to the manual keys, of twenty-seven notes.

—The new organ lately built by Jardine & Son for the P. E. Methodist Church, Islip, L. I., has also only one manual, comprising the following registers: Montre, 8 ft.; open diapason, 8 ft.; clariana, 8 ft.; clarinet flute, 8 ft.; stopped diapason, 8 ft.; boehm flute, 4 ft.; violina, 4 ft.; flageolet, 2 ft., and tremulant. A bourdon adorns the pedal organ, which has also a coupler to manual.

—Madison Avenue Presbyterian Church has decorated itself with a two-manual instrument by Jardine & Son. In the great manual are the stops hereafter mentioned. Open diapason, 8 ft.; melodia gamba, 8 ft.; stopped diapason, boehm flute 4 ft., and principal, 4 ft. The swell manual contains an open diapason, 8 ft.; dulcet gedacht and stopped diapason bass, 8 ft.; violina, 4 ft.; oboe-gamba, 8 ft., and tremulant. The pedal organ boasts a bourdon, 16 ft., compass twenty-seven notes. The following couplers are included in the scheme: Swell to great, great to pedal, and swell to pedal, besides a bellows signal. This instrument may be considered a representative one for its size, the tone-quality being excellent and the action prompt and springy. Two successful stops are the melodia-gamba, on the great manual, and the oboe-gamba, on the swell manual. The boehm flute is also brilliant in effect.

—Odell Bros. have lately sold a two-manual organ to the Presbyterian Church, Lawrenceville, N. J. On the great organ is an open diapason, 8 ft.; keranlophon and stopped diapason bass, 8 ft.; clarinet flute, 8 ft.; principal, 4 ft.; wald flute, 4 ft.; fifteenth, 2 ft.; and trumpet, 8 ft. The registers on the swell manual are an open diapason, 8 ft.; unison bass and dulciana, 8 ft.; stopped diapason, 8 ft.; violina, 4 ft.; and oboe, 8 ft.; besides the usual tremulant. The pedal organ has a bourdon of 16 ft., twenty-seven notes in compass. Couplers: swell to great (composition knob between the keys, besides), swell to pedal, and great to pedal. Also, there is a bellows-signal and balance-swell pedal. The manuals are from C C to A. The full organ is quite brilliant in effect, and the solo registers beautifully voiced. The action is of the very best, and never fails to respond to the fullest demands made upon it by the performer.

—The chancel organ now being built by Odell Bros. for the Fifth Avenue Cathedral is partly erected on the factory floor. The work, on the closest examination, commends itself for its general finish and excellence. This instrument has twenty-five stops, twenty of which are speaking registers. The new contracts under consideration are not yet decided upon, but a few days longer will enable this firm to say something definite about them. C. S. Odell enacts the artist, and upon him devolves the labor of decorating the front pipes of the firm's instruments, a not easy or unimportant part of the finishing of an organ. It takes about a week to decorate a full-front set of pipes.

—At Wm. M. Wilson's factory the workmen are kept quite busy, the last two new contracts having been commenced. Both instruments are for Petersburg, Pa.

—The amount of tuning and overhauling done by Henry Erben & Son is of a most extensive kind. They complain of having their instruments altered by other builders than themselves, to which complaint every builder will, no doubt, subscribe. Organs are often more or less injured by being touched other than by the original builders. Whatever little expense is saved by sometimes intrusting alterations to those who have not built the instrument, the policy which dictates such a choice is never a very wise or safe one. And this may be said with regard to alterations and improvements generally.

—Wm. H. Clarke & Co., Indianapolis, Ind., are a live organ-building firm, and divide the Western trade with the best Eastern organ-builders. They can always point with pride to the large organ in the Baptist Church of that city, together with others, and are cer-

tain to receive the praises of the professional performer as well as the intelligent listener. Most organs for many miles around are under their supervision. Such a firm will not fail to thrive.

Table of Exports and Imports.

[SPECIALLY COMPILED FOR THE COURIER.]

EXPORTATION of musical instruments from the port of New York for the week ended March 16, 1880:

TO WHERE EXPORTED.	ORGANS.		PIANOFORTES.		MUS. INSTRS.	
	No.	Value.	No.	Value.	Cases.	Value.
Bristol.....	2	\$300	..	..	..	..
Hamburg.....	22	1,105	..	..	..	..
Hayti.....	..	..	1	\$138	..	..
Liverpool.....	14	980	..	..	..	..
London.....	59	6,880	..	..	..	..
U. S. of Colombia.....	..	..	..	..	2	\$236
Totals.....	97	\$9,265	1	\$138	2	\$236

IMPORTS.

Musical instruments, 63 cases..... \$8,928

BALTIMORE IMPORTS—For the two weeks ended March 18:

Musical instruments..... \$541

NOTES AND ACTIONS.

...Otto Sutro, of Baltimore, was in New York on Tuesday.

...J. W. Martin, of Rochester, N. Y., was at Chickering's, on Tuesday.

...W. B. Archibald, of Fredonia, was in the city during the early part of the week.

...The Holy Trinity Convent, Detroit, Mich., has added an elegant Knabe to its list of pianos.

...There is a demand in Malaga, Spain, for parlor and cabinet organs of the cheapest and plainest style.

...M. J. Dewey, of Oneida, N. Y., was in New York on Tuesday.

...M. Steinert, of New Haven, was at Steinway & Sons' in this city, on Wednesday.

...Mr. Nelson, of Nelson & Winters, of Chattanooga, Tenn., was in New York last week.

...The piano factory of Hallett, Davis & Co., Boston, was recently sold at auction to E. S. Mansfield for \$95,000.

...N. H. Hunt, of Hunt Brothers, Boston, visited New York last week.

...The Palace Organ Company, of Worcester, Mass., is just completing arrangements to manufacture on a much larger scale than at present.

...The Wilcox & White Organ Company is coming to the front and meeting with great success. Its organs are highly praised by the press throughout the West.

...Charles Blasius, of Philadelphia, was in New York on Wednesday, trying to get Steinway and other pianos. Mr. Blasius sold over one hundred Steinway pianos last year.

...Weber sold an unright grand last week to J. D. Layng, of Pittsburg, Pa. Mr. Layng is Col. Thomas Scott's right-hand man.

...Wm. B. Thompson, of Chicago, agent for J. Howard Foote, of No. 31 Maiden Lane, started for home on Wednesday last.

...C. C. Converse, secretary of the Burdette Organ Co., of Erie, Pa., came to New York this week and visited Billings & Co. and others.

...J. H. Hickock, Weber agent at Poughkeepsie, was in New York on Saturday, and Edmund Cluett, of the firm of E. Cluett & Sons, Weber agents at Troy, was here on Friday.

...The New England Organ Company is making the welkin ring with the tone of its new double back-action automatic organ, for which there is a great demand all over the country.

...Mr. Santley has instituted a prize of ten guineas to the student at the Royal Academy of Music, London, who shall be adjudged best in accompanying and in transposing at sight. At the first competition, which took place only a few weeks ago, the prize was awarded to J. Harvey Lohr.

...At the fifth Symphony concert given under the auspices of Harvard College, in Sanders' Theatre, Cambridge, Mass., on Wednesday evening, March 10, Wm. H. Sherwood, the pianist, used a Henry F. Miller grand piano. The *Cambridge Press* spoke thus of Mr. Sherwood's performance: "The celebrated pianist also took a prominent part in the entertainment, playing in admirable style Beethoven's concert for piano in B Minor, opus 73. The fine qualities of Henry F. Miller's pianoforte were commented on by the discriminating audience, and, as note after note 'rolled out,' it was hard to distinguish which deserved most credit, the skillful performer or the almost incomparable instrument."

PALACE ORGANS.

The Best in the World!!

READ THE FOLLOWING LETTER FROM

REV. HENRY WARD BEECHER.

BROOKLYN, N. Y., October 23, 1879.

J. B. WOODFORD, Esq., Secretary Loring & Blake Organ Company—

DEAR SIR:

The Organ which you have built for my house at Peekskill was a great surprise and gratification. I perceive now that I had not kept pace with the improvements in Cabinet Organs. The quality of the various stops in this instrument is exceedingly sweet, with timbre wholly different from the old reed organs, and approaching the quality of a fine pipe organ.

The Organ which drew forth the above flattering testimonial, although encased in one of the most elegant specimens of Cabinet work that was ever produced, was fitted up with an action from our regular stock, and was, so far as its interior was concerned, no different in construction from the organs that we ship every day. The Palace Organs are awarded the preference by connoisseurs, as they furnish the highest obtainable standard in the art of reed voicing, and they are preferred by the trade because they are sold at a lower price than any other strictly first-class Organ in the market.

The case is a work of art, and even if it had no interior, as a mere piece of furniture, in combination of colors, of woods, and its delicate and artist-like carving would make it the pride of any parlor, as it certainly is of mine. Convey to the workmen who have so skillfully carried out your designs my recognition and my thanks. Accept also for yourself and the other officers of your corporation my very high appreciation of your ability as organ builders.

Very truly yours,

HENRY WARD BEECHER.

The Loring & Blake Organ Company,
WORCESTER, Mass., and TOLEDO, Ohio.

J. P. HALE

Is making 100,000 of those splendid **NEW SCALE UPRIGHT and SQUARE PIANOS** for the Trade, at HALF-PRICE. They are the only HALF-PRICE PIANOS made that have stood different climates successfully for the past twenty years. Call and see them at **THIRTY-FIFTH STREET and TENTH AVE., New York.**

The Marvelous Orguinette.

THE MUSICAL WONDER OF THE AGE!

Guaranteed to give more satisfaction for the money than any other Musical Instrument ever manufactured.

The Orguinette is destined to be found in every household in the civilized world.—*N. Y. Trade Journal.*



Any one can perform on it without musical knowledge, producing the most soul-inspiring music, besides being able to perform all the latest and most popular airs. Sacred music, Operatic airs, Hornpipes, Reels, Waltzes, Polkas. It is perfect in execution, surpassing the most finished and highly educated performer. Excellent in Tone, Simple in principle, Durable in every part, it is unlimited in its variety of tunes. It is a marvel of cheapness and the KING of musical instruments.

CABINET ORGUINETTE.

Our Latest Departure.

A CHILD CAN PERFORM ON IT.

Send for Catalogue.

THE MECHANICAL ORGUINETTE CO.,

No. 11 East Fourteenth Street, New York.

WESSELL, NICKEL & GROSS,

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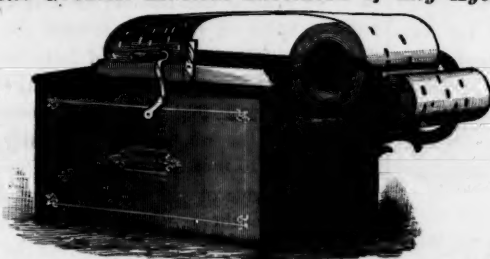
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— A WEEKLY PAPER —

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NEW YORK, SATURDAY, MARCH 20, 1880.

This journal, as its name purports, will represent intelligently and from an independent standpoint the great manufacturing interests of the piano, organ, and sewing-machine trades. It has no partisan aims to subserve, and it will give the news and all fresh and interesting information that may be of value in its line. It will broadly cover the interests of both manufacturers and dealers, and with its frequent issue must serve as the best and most important medium for advertisers.

Any information our readers may wish to obtain shall be cheerfully given, and prompt replies will be made to all inquiries addressed to us on any subjects of interest to the trade.

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WILLIAM E. NICKERSON - - - - - EDITOR.

OF LITTLE WEIGHT.

A CERTAIN lawyer, whose fame as a legal adviser is not as great as it might have been, nor of the kind that really great lawyers envy, has given his opinion that the action of the manufacturers in resorting to a lock-out to protect themselves is not legal. The fact should not be lost sight of that this lawyer is fond of advertising himself, and that his advice was sought by a firm that did not want to lock out. Possibly the wishes of his client were first ascertained by adroitly framed questions, and the advice was afterward shaped to suit them, and possibly, also, if another firm that wanted to lock out had applied to him his advice might have been different. As to the opinion as it stands, it is pretty accurately weighed in the answer of a prominent manufacturer, who, when asked about it, replied "Oh, it don't amount to anything."

A GOOD WAY OF ESCAPE.

IN a recent number of THE COURIER attention was called to the fact that much dissatisfaction with the credit system of selling sewing-machines was felt by certain companies in the business. It seems now there is a likelihood that this system will be abrogated in the natural course of trade by the growing activity of the cash demand. If we are correctly informed, one company has within the current month already been forced to practically discontinue the credit system, on account of the active cash demand from dealers other than its own agents. Some companies, it is true, profess, if not preferring the credit system, to be at least well satisfied with it, and such, of course, will no doubt continue to follow it under any circumstances, but the majority, we are inclined to think, will hail with pleasure the discovery of any opening by which they may escape from it. Fortunately for these, the opening presented is not in any sense like the small end of a horn, but, on the contrary, like the gate to the high road of success and prosperity. It is, indeed, seldom that a dilemma, if the credit system can be called that, is so easily gotten out of.

RECENT PROGRESS IN JOURNALISM.

NO doubt few persons who read the New York daily papers of the present time realize what a great improvement they are on the same papers of only sixteen years ago. In none of the great dailies of that day were the city departments such as would be tolerated now for twenty-four hours. Most of them had a special corner for general city news which seldom stretched beyond a half column, and that, with an occasional spread on a big fire or a great public meet-

ing, comprised all the space devoted to city affairs. There was no nosing and delving and scurrying for news, as there is now, and important trade and popular movements often went on for weeks at a time without the public getting even a mention of them through the papers. This is shown by the account of the lock-out of 1864, reprinted in THE COURIER EXTRA of last Monday, from the New York Tribune of the former date. That lock-out began on the 16th of February, 1864, but the first mention of it, a paragraph of a dozen lines, appears in the Tribune of the 27th of February, eleven days (nearly two weeks) afterward; and yet the Tribune had probably the best city department of that day, for we have not been able to find even a mention of the lock-out in any of the other papers. How different is the course of the same papers regarding the present lock-out. For days before it began the probabilities of it were thoroughly discussed by all of them, and the morning after it occurred columns were given to the subject. The World was especially ample in its report, and for this end drew liberally on the material presented by THE COURIER EXTRA. As to trade-papers, they had hardly been thought of in 1864, and a trade-paper extra containing a full account of an occurrence happening on the day of issue would, no doubt, have been ranked as the eighth wonder of the world.

THE TIMES ON THE LOCK-OUT.

THE New York Times of last Wednesday, in an editorial which was no doubt intended as an impartial review of the lock-out, does much injustice to the pianoforte manufacturers. Speaking of the immediate circumstance which precipitated the lock-out—the strike in Steinway & Sons' factory—the Times says: "Thus far the wrong was mainly with the workmen, and their course appears to have been dictated by the union to which they belonged. Still, the affair was between one firm and the men in its employment. But after the Steinway strike had continued for some weeks, the firm induced the association of manufacturers to strike back. Whatever the merits of the case, it did not concern the other establishments in the business. If in those the employers and employed were satisfied with their relations to each other and the terms on which they were maintained, there was no reason why they should be disturbed by the misunderstandings of others."

This statement of the case is not only erroneous, but also unfair, because it implies that Steinway & Sons were the only manufacturers aimed at by the union, and, therefore, indirectly misstates the main point of the whole matter. Misstatements of this kind arise either from inadequate knowledge of the subject—in which case the writer would do better not to write at all—or from design. This instance, we are glad to say, looks like a case of inadequate knowledge, for the Times betrays no acquaintance with any but the most recent phase of the trouble.

The fact is, that "the other establishments in the business" were very intimately in the "affair" between Steinway & Sons and their men, because—and this is the all-important point which the Times left out of consideration—the blow struck at Steinway was aimed alike at every other pianoforte manufacturer.

The other manufacturers did not combine with Steinway & Sons to make a lock-out because their men were on a strike, but because they understood perfectly well that as soon as the workmen had carried their point in that factory they would strike in another, and so on—take each manufacturer in turn until every one in the trade had been forced to accede to the union's terms. A review of the strikes during last summer and fall will convince the most skeptical that this is true. First the workmen struck in Kranich & Bach's factory, and as long as that firm held out against them there was no striking anywhere else, but as soon as that firm yielded and its men returned to work, the workmen of Steinway & Sons struck for the same advance. When Steinway yielded, George Steck & Co. were attacked, and after them Decker & Sons, and so on, until every manufacturer had been struck seriatim and beaten. And now, after the lapse of a few months, the men were about to try the same tactics

over again, and were thwarted only by the action of the Pianoforte Manufacturers' Society.

Albert Weber and J. P. Hale did not close their factories on account of any overpowering love for the Steinways, but on account of their own interests, because they were in possession of positive and trustworthy information that their men had been designated by the union as the next to strike after Steinways'.

With this point taken into consideration, the action of the manufacturers assumes an entirely different appearance from that given to it by the Times article. Instead of being wantonly aggressive, as that article would make it appear, it is simply defensive; and that manufacturers as well as men are justifiable in defending themselves all sensible and impartial people will, we think, readily admit.

A COMMUNISTIC CRY.

THE manifesto of the Piano-Makers' Union, which we print in this number of THE COURIER, purely from a spirit of fair play toward the workmen, is a document full throughout of fallacies and misstatements. It will be perceived that the burden of the complaint is not that Steinway & Sons were unwilling to increase the wages of any of their men, but that they refused to increase the wages of certain men, who, in the language of the manifesto, were getting poorer pay than the others. All who have had experience in the management of men know that the services of different men differ in value—one man's work is worth little, another's a great deal. Who is to be the judge of the value of work—the man who has to pay for it or the man who receives pay for it? The union says the latter; but it is proverbial that the poorest workmen always place the most extravagant estimate on their own work. The demand of the union practically amounts, then, to this, that Steinway & Sons must pay their poor workmen more than they are worth, so as to purchase the privilege of employing good men, whom they are willing to pay well, and in connection with the demand they are given notice that they must not discharge these poor men on penalty of losing all their good men too. The manifesto is in fact a virtual and distinct, if not an express, demand that the poorest workmen shall be paid the highest wages, and a warning that unless this demand is complied with the really valuable men will not be allowed to earn a living. This is the very quintessence of communism, the most fallacious and impractical theory of society that can possibly be entertained by a body of men, and more destructive even of those who entertain it than of those it is intended to impoverish.

It is mainly because the poorer workmen predominate in numbers that trades-unions exist at all, for they in reality constitute the main body of such unions, and therefore control their actions. The better workmen are forced to join through fear of personal violence and for the sake of preserving peace. As to the protection afforded them by the union, they do not need it. Their skill is sure to command ready employment and good pay.

The manifesto is put forth in the name of the workmen, and a clumsy digression is made to say that it is written by them, but it bears the ear-marks of the union ringleaders much too distinctly to deceive anybody. Such a document as it will not catch the ear of the American press.

— A German piano-tuner in Buenos Ayres has been at some trouble, it would appear, to make a sort of piano census for the River Plate. According to this authority, who is asserted to be a person of considerable professional experience, there are, approximately, 8,404 instruments in that region. As pianos and civilization, in a sense, may be said to go hand in hand, it will not be uninteresting to note the comparative positions of the more important Platine cities as indicated by this novel standard. Naturally enough, Buenos Ayres, city and province, heads the list with 5,000 pianos, Monte Video taking the second place with 2,000. Rosario comes next with 500, and we observe that Asuncion, the Paraguayan capital, is only credited with 30 instruments. This curious list, however, is evidently very incomplete, as we do not find Cordova, Tucuman, Jujuy, and many other considerable towns, are even mentioned.

SEWING MACHINE TRADE.

New Buffing Lathe and Emery Wheel Stand.

THE process of plating with silver and nickel is very extensively used, but comparatively little attention has been given to designing machinery to assist the process. An improved lathe for buffing and polishing and a stand for mounting small emery wheels have been recently devised. The essential features of both are the same. The machine has ring journals (cut with grooves or threads), causing the lubricating oil to stay in place until it wears out. The machine can, therefore, be run at high speed without heating. The journals do not permit any lateral motion, therefore the machine will run steadily and almost without noise. The journal boxes are fastened by four screws, by means of which they can be adjusted to a nicety. The grooved journals distribute the friction so there is less liability to heat. These machines are in use by a number of silver-platers and give good satisfaction. The manufacturer is John W. Alexander, 92 Pearl street, Brooklyn, N. Y.

The Manufacture of the Remington.

THE Remington Sewing-Machine Company, of 283 Broadway, is turning out 100 machines per day. A member of the company said to a reporter of THE COURIER, who called at its office: "We have received orders for over 1,000 machines within the past week, but are greatly hindered on account of a temporary delay in the manufacture of our woodwork. We have all our tables made in Cleveland, Ohio, where we can get them made much cheaper than we possibly can in the East. The parties who make them for us recently had their factory burned, and, consequently, we have been kept back. If the right parties would come along, we would contract with them for a larger quantity of woodwork, as the want of this is all that is delaying us now. The demand for machines was never greater than it is at the present time."

Machinists' Tools.

IN all of the general as well as special departments of American manufacture there has been remarkable success in securing the most accurate and finished results. Naturally it follows that our artisans must have the best instruments in working out details, and their tools must not only be excellent of their kind but exact in their workings.

These requirements have been recognized in the calipers and dividers made by J. Stevens & Co., Chicopee Falls, Mass. In times gone by foreign calipers and dividers have taken the lead in the American market, but this firm is now offering to the trade calipers and dividers which are said to be as good as any imported for correctness, quality of work and nicety of finish. They are warranted equal to any manufactured in this or any other country.

In addition to the common styles, the firm is introducing new and favorite patterns, highly appreciated by mechanics who have used them. Its new patent helical calipers and dividers are admired by all machinists who have seen them. The same house also manufactures plain spring calipers and dividers, and invites correspondence from the trade.

The Singer Trustees and Officers for 1880.

AT the annual meeting of the stockholders of the Singer Manufacturing Company, held at the New York office on Wednesday, March 17, Edward Clark, George R. McKenzie, Nathan Clark, W. F. Proctor, A. J. Clark, and Alexander F. Sterling were elected trustees for 1880. The trustees afterwards held a meeting and elected the following officers:

President—Edward Clark.
Vice-President—George R. McKenzie.
Treasurer—W. F. Proctor.
Secretary—Alex. F. Sterling.

—The Louisville Courier-Journal asks for the address of the Bleeze Sewing-Machine Company.

A Western Aspirant.

A SEWING-MACHINE which is attracting a large share of attention in the West and promising to claim a goodly proportion of public patronage in the future is the St. John.

The St. John Sewing-Machine Company was organized at Springfield, O., in 1875, and its officers and stockholders embraced several business men and capitalists. Ample means were furnished with which to procure the very best of facilities for manufacturing, and fill its fine factory buildings, foundry and cabinet works with the best machinery. The company's works are at Springfield, O., and it is not generally known how extensive they are.

The company has increased its facilities recently in order to meet the rapidly increasing demand for its machines. A new foundry 150 feet long by 60 feet wide has been added. Two hundred hands are employed just now, and five hundred machines are turned out per week. It is also proposed to increase the product to two hundred machines per day.

The "Royal St. John" was put on the market about eight months ago—after a long and patient season of experimenting—and the fact of its substitution, at great expense, in place of the original St. John, which had just fairly established itself in public estimation, is a proof that this is a progressive company, fully alive to the demands of the age for the best in every branch of manufacture. It is a handsome machine, and taken as a whole, with its stand and woodwork, it commends itself at first sight.

The mechanism that imparts motion to the shuttle is something entirely new in sewing-machines. Its simplicity renders it very desirable, there being only one joint, and that a large adjustable fork over an ingenious eccentric, by which the upright shaft is oscillated in two adjustable journals, and by which an easy pendulum motion is given to the shuttle-lever and feed-lever. By this construction, the number of wearing parts in this important part of sewing-machine mechanism is reduced to the minimum, and consequently freedom from friction and lightness of running are secured. The needle-bar is operated by a roller working in a straight groove or cross-head, and stops only at its highest and lowest points. The movements are all positive, and there are no springs or cogs anywhere. All the parts are large and strong, and show the most thorough workmanship.

The threading has been rendered easy by self-threading devices, so that there is not a single hole to thread throughout the entire machine, except the eye of the needle. A graduated yard measure is placed on the front edge of the table, and the stand-brace is so constructed as to afford a convenient foot-rest when preparing to work the machine. The shuttle is of novel shape, is provided with a plate tension regulated without taking away the work, and is very easily threaded.

A Painful Accident.

THE following extract from an exchange points to a danger to which careless operators constantly expose themselves. All such should read it and bear it in mind:

"A few days ago Miss Wilhelmina Gilbert, of Masonville, N. J., met with a painful accident. While adjusting a sewing-machine the wheel made a revolution, which brought the needle down with considerable force, forcing it completely through the fore-finger of her right hand and holding it down on the plate. She was compelled to remain in that position until the machine could be taken apart. She suffered great pain."

A DECISION recently made by Judge Donohue involved a question of practical importance to travelers by railroad. A passenger traveling on one of the "route" tickets, of which so many are sold every summer, checked his baggage through to New Orleans at the start from this city upon the New York Central Railroad. After the baggage had passed into the hands of a connecting road its valuable contents were destroyed by an accident. Suit being brought for damages, Judge Donohue has decided that, so far as the papers show, the baggage-master exceeded his authority in checking the trunks beyond the Central Road, and that road is therefore not liable.

Patents to be Obtained Without Models.

FROM and after March 1, 1880, models will be dispensed with in applications for patents, except as provided in the following amendments to the Rules of Practice in the U. S. Patent Office, revised December 1, 1879.

Rule 30 has been amended as follows:

30. Applications for letters patent of the United States must be made to the Commissioner of Patents. A complete application comprises the petition, specification, oath and drawings, and the model or specimen when required, and first fee of \$15. The petition, specification and oath must be written in the English language.

Rule 31 has been amended as follows:

31. No application for a patent will be placed upon the files for examination until all its parts are received.

Rule 55 has been amended as follows:

55. Preliminary examinations will not be made for the purpose of determining whether models are required in particular cases. Applications complete in all other respects will be sent to the examining divisions, which will constitute an official action in the case. From a decision of the Primary Examiner overruling a motion to dispense with a model an appeal may be taken to the Commissioner in person, under the provisions of Rule 140.

These amendments have been approved by the Secretary of the Interior, and they remove what is, in many cases, useless expense to inventors. The preparation of applications being thus greatly facilitated, and the cost of the entire preparation being, on an average, reduced, probably, about one-half, it is reasonable to expect a considerable increase of patent business as a result of these amendments.

The *Scientific News* suggests that it should be left optional with inventors to furnish models whenever, in their opinion, they are necessary to a full exposition of their inventions. In some cases much delay would thus be avoided when time is very important, and a speedy determination of the patentability of an invention is essential to arrangements for its advantageous introduction. For example, suppose an inventor has made an improvement in a machine necessarily so complicated in its parts and peculiar in its operation that he knows beforehand that a model will certainly be required; he can make the model and hold it for the emergency, but can get no action on the merits of his invention till he receives notice to file the model.

Another inventor may so far anticipate the necessity of an expensive model that he would willingly supply it, but still, under some doubt, and wishing to avoid expense, delay its construction in the hope it will not be demanded. He files his case, which, being taken up in its order, he finds a model must be filed, and then must lose valuable time, which he would not have lost if he could have sent a model on with his application in the first instance. The general effect of depriving the applicant of any option in the matter will be delay in many important cases. The procurement of patents for simple, plain inventions, easily shown by drawings, will, however, be greatly facilitated, and these amendments will prove decidedly popular with the majority of applicants.

—Close on the heels of its new machine, the Wilson Sewing-Machine Company has brought out some new styles of woodwork which fully sustains the reputation of this company for the beauty and general excellence of its sewing-machine cabinet work. In fact this, its latest product, for beauty, strength and convenience surpasses anything of the kind it has yet offered to the public. The table and drawers are elegantly finished in choice mottled walnut, and the cover is handsomely paneled with the same choice wood. The design of the cover is novel in itself, being made in gothic shape instead of having the usual flat top. This, while insuring greater strength, produces an elegance of design most pleasing to the eye. The cover is also arranged so as to be attached to the table while the machine is in use, and in this position it affords to the operator a very convenient work-box, and, in addition, the clasps that secure the cover to the table when the machine is closed up are provided with an anti-friction surface, which entirely prevents the scratching and marring of the wood so often seen in cabinetware of the old make.

1,985,000

H. C. GOODRICH TUCK MARKERS SOLD.

All Leading Sewing Machine Companies use them because there are no Shafts, Wheels, Boxes, Pin Rivets, Fulcrums, Oscillators, Slides, "Hair Springs," nor Squeaking Joints to be Oiled.

ONLY EIGHT PIECES in its **ENTIRE CONSTRUCTION**,

WHILE OTHERS HAVE FIFTEEN OR TWENTY IN COMPLICATED FORM.

The H. C. GOODRICH TUCK MARKER

Is the Lightest Operated Device in Existence.

MANUFACTORY. 40 HOYNE AVENUE, CHICAGO, ILL., U. S. A.

BUY GOODRICH'S TUCK MARKER, and Don't You Forget It!

The New American Sewing Machine.



NEW! IMPROVED!
WITH
SELF-THREADING SHUTTLE
AND
AUTOMATIC BOBBIN WINDER.

IT IS THE
Most Economical Machine.
Most Durable Machine.
Most Simple Machine.

NO TROUBLE TO THREAD IT.
NOT TIRESOME TO OPERATE.

We also manufacture a first-class Hand-Machine suitable for Foreign Markets.

SEND FOR CIRCULAR.

Agents wanted in all parts of the United States, and at Foreign Ports where we are not already represented.

AMERICAN SEWING MACHINE CO.,

1318 Chestnut St., - - - Philadelphia, Pa.

The National Button-Hole Machine Co.

ANNOUNCE THE COMPLETION OF THEIR NEW

HALLENBECK FAMILY BUTTON-HOLE ATTACHMENT,
A Mechanical Marvel.

ENTIRELY AUTOMATIC. INSTANTLY ATTACHABLE.
PERFECTLY ADJUSTABLE FOR ALL FABRICS.

Simple and Durable, and the Cheapest in the World.

Correspondence with (the Trade solicited.)

WM. M. HOUSE, General Agent,

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The National Button-Hole and Eyelet Working Machines are Unquestionably the Best for Manufacturers' Use.

Simple,
Silent.

**DOUBLE FEED, SELF-THREADING,
AUTOMATIC TENSION.**

Large,
Handsome.

CROWN SEWING MACHINES

— ALSO —

Light-Running.

Avery and Singer Sewing Machines.

Agents Wanted.

CHROMOS and FRAMES. Prices Reduced. Full Circulars to the Trade.

GEORGE P. BENT, 81 Jackson Street, Chicago, Ill.

LIGHTNING SEWER WILSON'S NEW



No. 5 OPEN.

**THE BEST
SEWING MACHINE
IN THE
WORLD.**

SEND FOR ILLUSTRATED CATALOGUE No. 230. AN AGENT WILL DELIVER A MACHINE AT YOUR RESIDENCE, FREE OF CHARGE, SUBJECT TO APPROVAL.

ADDRESS WILSON SEWING MACHINE CO.

129 & 131 State St., Chicago, Illinois, U. S. A.



No. 5 CLOSED.

AGENTS WANTED.

Additions to the Singer Factory.

TO meet the requirements of its already immense and still rapidly-increasing business, the Singer Manufacturing Company has recently made some important additions to its extensive factory at Elizabethport, N. J. The factory occupies a cone-shaped tract of land, bounded by Trumbull street, the Central Railroad of New Jersey, and the waters of Newark Bay. The apex of the cone is formed by a beautifully-laid out park, planted with trees and shrubbery, in the middle of which is a large fountain. First street cuts the park off from the factory front, which is four stories high and surmounted in the centre by a square tower with a huge clock in it. The main building measures 230 feet on First street and 860 feet on Trumbull street. The factory also comprises two three-story buildings on Trumbull street, nearer the bay, disjoined from the main building and each other, each of which is 200 feet long. Thus the factory has a frontage on Trumbull street, exclusive of intervening spaces, of 1,260 feet, or just 60 feet less than a quarter of a mile. All of these buildings are built of red brick, and are fire-proof. They comprehend the machine shops, wood-working factory, &c. The forges and foundries comprise a long row of one-story buildings on the line of the Central Railroad. Between the foundries and the larger buildings, on the opposite side of the grounds, is a V-shaped yard, extending to the water, traversed by a network of railroad tracks, and walled in at the water-front by great piles of lumber for factory purposes. The company has its own locomotive and numerous cars, the sole purpose of which is to move the products of its factories and the raw materials from place to place in its yard. It also owns a steamer, which makes daily trips to this city, but such are the demands of its business that outside freight room has often to be engaged. At the upper or narrow end of the yard is the shipping depot, a wooden structure, 125 feet long, built against the main building and connected with it by doors. On one side of it is a high platform, from which machines for Western and Southern shipment are loaded directly into cars of the various railroad lines, and a lower platform for loading the private cars of the company, by which the machines destined for New York City and the East are transported to steamers at the foot of the yard. Three or four Western cars were loading in this depot at the time of the reporter's visit, on Thursday last. This depot has recently been widened by an addition of 15 feet on the south side. The connection with the Central Railroad is through a gate between the northern end of the main building and the foundries. Next to this gate is a new brick building, one-story high and 100x50 feet, which constitutes an addition to the forging department. It contains, among other conveniences, five large annealing furnaces. Another recent improvement is an addition to the department for forging steel tools, by which that part of the works has been made about one-half larger than it was before.

The most important improvement is the extension of the foundry. The foundry originally occupied 60,000 square feet, and the extension, which is just finished, covers 20,000 additional square feet, making the area of the whole within a fraction of two acres. The main foundry has three cupolas for melting iron, and the extension has one. The dimensions of the extension are 100x200 feet. The walls are over fifteen feet high, and pierced with numerous windows for light and ventilation. The roof is divided in the centre by a raised skylight, about thirty feet wide, made of sash-work. It seems almost incredible that such a wide area as two acres can be actually needed for foundry purposes in a sewing-machine factory, but the visitor sees at a glance that for the work going on here, even with that much room, there is none to spare. Imagine a wide inclosure filled with a foggy atmosphere, made so by the smoke issuing from thousands of molds, many of which are glowing like fire, and sputtering and anon detonating like musket reports. Imagine hundreds of men moving about in that foggy atmosphere, bearing incandescent crucibles attached to long handles, and a truthful idea will be had of the work going on in the Singer foundry.

In the middle of the yard, at some distance from the foundry, a brick building 70x150 feet is in course of erection. This is intended for special kinds of foundry work, for which there is no room in the foundry proper. Near this building the company is also laying the foundations for the erection of its own gas-works, consisting of a gas-house and a receiver, or gasometer. The gas made will be what is known as water gas, which is produced by passing water over super-heated anthracite coal.

Fan Attachment for Sewing-Machines.

WATKINS' fan attachment for sewing-machines is a new and ingenious device. This useful appendage will fit any machine; cannot get out of order; can be attached in a moment; raised or lowered, or turned either right or left; will keep the hands from perspiring; does not mar the table or increase the labor in operating, and will keep the flies and dust away from the face and hands. The attachment is



simple, and is really a 'meritorious and desirable adjunct to the comfort of every well-regulated household. Ladies who have used the fan are delighted with it. The cut represents the attachment affixed to a machine.

The attachment is fastened to the back underside of the table by the eye bolt, A, for which, of course, a suitable hole must be made; then the end of the string, B, is tied to the treadle, so as to give the proper motion to the fan lever, D. The fan can be varied in its height, or turned right or left, by using the thumb-screw, C. If the fan is lowered much the string will have to be shortened to get the proper motion. The stroke of the fan can be varied; putting the string on the end of the lever, D, gives the shortest stroke.

New Points About the McKay Patents.

THE brief of A. T. Sinclair, the attorney for the remonstrants against the extension of the McKay patents, which was presented to the committee last Saturday, contains several interesting points which have not been previously dwelt upon. The petition whose extension is asked for is reissue No. 6,535, of July 6, 1875, for a machine for uniting the soles of boots to their uppers. It appears that Mrs. Helen F. Manville, of Milwaukee, Wis., the petitioner, in whose behalf the extension is ostensibly asked, was the wife of Matthias, the inventor, only two years, but has been married to her present husband fifteen years, and that Matthias left no child.

The original patent was not issued to Matthias alone, however, but to Gordon McKay and Matthias jointly; and the reissue of 1875 was to McKay as trustee of the McKay Sewing-Machine Association, and the report of the association in 1870 states that "McKay, with the assistance of Matthias, produced the McKay Sewing-Machine." It appears that a number of gentlemen bought the Blake patents and employed McKay, who was a skillful mechanical engineer, to improve the Blake machine. McKay employed Matthias as a journeyman workman to do the

mechanical work in making his experiments, and paid him the ordinary day-wages of a machinist.

The patent whose renewal is now sought, and another which expires in 1881, control the machine. Unless they are extended, the machine could be made public. The association charges \$300 in advance for rent of the machine, in addition to the royalties on each pair of shoes.

New Patents.

NOTE.—Copies of specifications of patents will be supplied from this office for twenty-five cents per copy.

No. 225,274. Roller-Presser for Sewing-Machines.—Philip Diehl, Elizabeth, N. J., assignor to the Singer Manufacturing Company of New Jersey.

No. 225,390. Tucker for Sewing-machines.—Laurin H. Johnson & Norman Reynolds, Detroit, Mich.

No. 225,437. Spool-case for Sewing-machines.—Theodore Terrell and Ira U. Travis, Yonkers, N. Y.

Table of Exports.

[SPECIALLY COMPILED FOR THE COURIER.]

EXPORTATION of sewing-machines from the port of New York for the week ended March 16, 1880:

Exported to.	No. of Cases.	Value.
Argentine Republic.....	98	\$2,200
Barcelona.....	11	570
British West Indies.....	2	48
Cuba.....	32	435
Dutch West Indies.....	8	260
Hamburg.....	207	3,233
London.....	63	1,159
U. S. Colombia.....	146	2,850
Totals.....	567	\$10,751

—A Brazilian correspondent, after speaking of the reluctance of the natives to adopt anything new, and their habit of holding on to a thing when once they become accustomed to it, adds by way of illustration: The agent of one of our leading sewing-machine companies spent four years in hard labor and \$40,000 in money before he established a trade, but ever since he has been rewarded by a ready demand and a decided preference for his goods.

NEEDLE POINTS.

....G. Stoller, sewing-machine dealer, of Fairbury, Ill., has mortgaged his stock and wagon for \$300.

....A. K. Pomeroy, sewing-machine dealer, of Troy, Pa., has had a judgment for \$447 rendered against him.

....A number of polishers have gone from Chicopee to Orange, Mass., to replace the strikers in the sewing-machine works at the latter place.

....The Singer Manufacturing Company is making needles at the rate of 200,000 a week, which amount to the enormous number of 10,400,000 a year.

....G. A. Hadley, of Springfield, Mass., general Eastern supervisor of traveling agents for the Domestic Company, was in New York on Wednesday. He reports trade excellent in the East.

....Manufacturing clothing in Chicago gives employment to 30,000 people and almost as many sewing-machines, and the value of the goods made is \$15,000,000. This industry has doubled in four years.

....The Cincinnati office of the Domestic Sewing-Machine Company has been moved from 58 West Fifth street to 175 West Fourth street, between Elm and Plum streets. The new quarters are more elegant and commodious than the old.

....The Weed Sewing-Machine Company of Hartford is soon to commence running twenty hours a day. With its increased facilities it will be able to turn out 200 Columbia bicycles per week and 100 of the Weed sewing-machines per day.

....The Domestic Company is no longer furnishing machines in any quantities to branch offices, and it has discharged its canvassers in almost all cities and practically discontinued the leasing business. It has been impelled to this course by the cash demand from wholesale dealers.

....Johnson, Clark & Co., manufacturers of the "New Home," have lately taken to shipping machines by the car-load in order to fill their heavy orders, and have found less breakage under this new system of shipping than under the old. The frames and tables are shipped in parts and the heads in boxes. About 20,000 pounds constitute a car-load.

....John Thornton & Co., of 62 Walker street, are doing a very large business in attachments, which they sell to dealers all over the country. They say that, notwithstanding this is the dullest season of the year with them, they find it impossible to fill their orders. They keep travelers out on the road all the year round. Just at present the common roads throughout the West are very bad from too much rain, and most of their goods are sold through orders received by mail. They seem very much exercised to know how to get goods to meet the demand when the regular spring trade opens.

THE "GENERAL FAVORITE."

Especially for Manufacturers and all kinds of Heavy Work.

THE "PEOPLE'S FAVORITE."

The Lightest, Quietest, Simplest, Best Machine ever offered for the Foreign Trade.

THE "FAMILY FAVORITE."

Light Running, Simple, Noiseless, Durable, Automatic Spooler.

The Favorites of the World!

THESE Machines have been remodeled and improved until they are most perfect in all respects. Their parts are all of steel or wrought iron forgings; adjustment for wear is provided for; the Shuttle used by either carries 42 yards of No. 50 Cotton; quietness and lightness have been increased; elegant wood-work is applied to all Family Machines. Special attention given to packing compactly and safely for Foreign Shipment. Prices of Machines varying according to Styles and Models.

SEND FOR CIRCULARS AND PRICE LISTS.

WEED SEWING MACHINE COMPANY,

HARTFORD, CONN., U. S. A.

NATIONAL NEEDLE COMPANY,

MANUFACTURERS OF

Standard Sewing Machine Needles

FOR ALL MACHINES.



Highest Award at the Centennial Exhibition.

OFFICE AND WORKS, - SPRINGFIELD, MASS.

H. B. GOODRICH,

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The Best Goods. The Lowest Prices.

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GOODRICH SEWING MACHINES.

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GOODRICH MACHINE NEEDLES.

General Western Agent for Johnston Rufflers.

"D. B. WESSON" SEWING MACHINE.

SOLE AGENT IN Ohio, Indiana, Illinois,
Wisconsin, Minnesota, Kansas,
Iowa, Nebraska, Colorado.

Orders for Goods, and Applications for Exclusive Territory should be addressed to

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JOHN CLARK, JR., & Co.'s BEST SIX-CORD

New Extra Quality, for

MACHINE AND HAND SEWING.

Prize Medals Granted for Excellence in Color, Quality and Finish.

THOMAS RUSSELL & CO., SOLE AGENTS,
NEW YORK

THE JOHNSTON TUCK-MARKER

IS WARRANTED TO BE

Better Made, More Durable and Easier
on the Sewing Machine than any
Tuck-Marker on the Market.

Write for Price List and Circular to

JOHNSTON RUFFLER CO., Ottumwa, Iowa.

—Improvements September, 1878.—



Simplicity Simplified!

Notwithstanding the VICTOR has long been the peer of any Sewing Machine in the market—a fact supported by a host of volunteer witnesses—we now confidently claim for it greater simplicity, a wonderful reduction of friction and a rare combination of desirable qualities. Its shuttle is a beautiful specimen of mechanism, and takes rank with the highest achievements of inventive genius.

NOTE.—We not lease or consign Machines, therefore, have no old ones to patch up and re-varnish for our customers.

WE SELL NEW MACHINES EVERY TIME.

Send for Illustrated Circular and prices. Liberal terms to the Trade. Don't buy until you have seen the

Most Elegant, Simple and Easy Running Machine in the Market.
THE EVER RELIABLE VICTOR.

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WESTERN BRANCH OFFICE, 235 STATE STREET, CHICAGO, ILL.

USE



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SOLE AGENT.

The BEST and MOST POPULAR
Sewing Thread of Modern Times.

BEWARE OF IMITATIONS.

ASK FOR IT. TRY IT.

Six-Cord Soft-
Finish Spool
Cotton.

WILLIMANTIC

The Best Thread
for Sewing
Machines.

Unrivalled for Strength, Smoothness and Elasticity.

Recommended, Used and Sold by Dealers all over the Country.

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W. A. ROBINSON & CO.,

Sewing Machine Oils.

WE SELL NOTHING BUT THE PURE SPERM OIL. THE BEST IN THE MARKET.
NO CHEAP MIXTURES.

Send for Price List to

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New Bedford, Mass.

SEWING MACHINE NEEDLES

DOMESTIC NEEDLE WORKS,

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MANUFACTURERS OF

Sewing Machine Needles

OF EVERY DESCRIPTION.

Our Needles are made of the Finest Quality Cast Steel, and are Warranted equal to the Best.

Stanard's Patent Needles (the New Davis, Eldridge, and New St. John) are manufactured by the Works, licensed under U. S. Patent, No. 55,927, and our customers are fully protected in their use.

ALL ORDERS PROMPTLY FILLED.

Address all orders to

DOMESTIC NEEDLE WORKS,
MIDDLEBORO, MASS.

THE NEW LIGHT-RUNNING HOWE!

ITS SUPERIORITY ACKNOWLEDGED!

SPECIAL NOTICE TO THE TRADE.

We are now prepared to furnish the New "B" Howe Sewing Machine for Family use in any quantities desired, and take pleasure in calling the attention of the Trade to this MOST RELIABLE of all Machines,

THE NEW LIGHT-RUNNING HOWE.

In principle and construction it has no equal. The easiest Machine in the market to sell. Every one is as fine as skilled labor can produce. We build no inferior grades, the greatest care being used in sending out these Machines in perfect condition. While the great perfection of stitch produced by the OLD Howe is maintained in the New B, its excellence is increased by the great improvements in the size of arm, in finish, in simplicity, in speed, and as recently improved it stands unrivalled as the lightest running Lock Stitch Machine in the market.

Special attention is also called to the Howe "D" Machine for manufacturing purposes of all kinds. It can be used as Cylinder or Platform Machine at the will of the operator.

The NEW "B" HOWE has no equal, and is the cheapest and best Machine for the Agent to sell and the consumer to purchase.

Send for Circular, Price List and Terms.

The Howe Machine Company, 28 Union Square, New York.

Wheeler & Wilson

NEW SEWING MACHINES

For Family Use,
AND ALL GRADES OF MANUFACTURING IN CLOTH AND LEATHER.

Exposition Universelle Internationale de 1878.

COMMISSARIAT GENERAL ETATS UNIS D'AMERIQUE,
CHAMP-DE-MARS, PARIS, November 8, 1878.

I have examined the official List of Awards at the Universal Exposition, as published by the French authorities, and find that only one Grand Prize was awarded for Sewing Machines; that was given to the WHEELER & WILSON COMPANY of New York.

The Grand Gold Medal and Diploma were delivered to me at the Palais de l'Industrie, October 21, and by me at once given to the representative of that Company at the Exhibition.
(Signed) R. C. McCORMICK, COM. GENERAL.

The only Grand Gold Medal and Grand Prize Diploma awarded for Sewing Machines at the Paris Exposition, 1878, may be seen at the office of

WHEELER & WILSON MFG. CO.,

44 East Fourteenth St., Union Square, New York.

The Genuine Singer

NEW Family Sewing Machine.

MORE POPULAR THAN EVER!

The popular demand for the GENUINE SINGER in 1879 exceeded that of any previous year during the Quarter of a Century in which this "Old Reliable" Machine has been before the Public.

1878 we sold 356,422 Machines.

1879 " 431,167 "

Excess over any previous year 74,735 Machines.

Our Sales last year were at the rate of over

1,400

Sewing Machines

A DAY

For every business day in the year.

—THE—
"Old Reliable" Singer
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THE STRONGEST,
THE SIMPLEST,
THE MOST DURABLE
Sewing Machine ever yet
Constructed.

THE SINGER MFG. COMPANY,
Principal Office, 34 Union Square, New York.

1,500 Subordinate Offices in the United States and Canada, and 3,000 Offices in the Old World and South America.

GENUINE! GENUINE! GENUINE!

The only house in America where the GENUINE PARTS FOR ALL MACHINES can be obtained.

We are ready to offer the Genuine Parts for all the Leading Machines at as low prices as the Bogus have ever been sold. Agents, Send for Catalogue of Prices

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The HOWE MACHINE CO., 28 Union Square, N. Y. | The WEEB S. M. CO., 26 Union Square, N. Y.
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Sewing Machine Supplies.

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and everything required by the Sewing Machine Trade

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NOTE.—We carry a larger and more complete stock than any house in our line. Correspondence is solicited from parties who have had difficulty in obtaining old style parts not usually carried in stock, but for which there is a steady demand. In ordering old parts, a sample or a drawing should accompany each order. Send for circular of "New Pocket Needle Case." Dealers, Send for Price List.

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Skill and fidelity in manufacture,
Tasteful and excellent improvements,
Elegant variety of designs,
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